

REMARKS/ARGUMENTS

Favorable reconsideration of this application, as presently amended and in light of the following discussion, is respectfully requested.

Claims 1, 2, 4-8, 10-16, 18-22, 24-30 are pending in the present application and Claims 1, 4-7, 10-15, 18, 19, 21, 24-27, 29 and 30 are amended. Support for the foregoing amendments can be found in the claims as originally filed. Thus, no new matter is added.

In the outstanding Office Action, Claims 1, 2, 7, 8, 15, 16, 21, 22, 29 and 30 were rejected under 35 U.S.C. §102(b) as anticipated by SalesLogix Software Product, herein "SalesLogix"; and Claims 3-6, 9-14, 17-20 and 23-28 were rejected under 35 U.S.C. §103(a) as unpatentable over SalesLogix in view of Cohen (Cohen, Andy; "Predicting the Future", Sept 1996, Sales and Marketing Management; 148, 9;ABI/InFORM Global, p.30).

Addressing the rejection of Claims 1, 2, 7, 8, 15, 16, 21, 22, 29 and 30 under 35 U.S.C. §102(b) as anticipated by SalesLogix, in light of the present amendment that rejection is respectfully traversed.

Specifically, the features of cancelled dependent Claim 3 have been incorporated into independent Claim 1. Similarly, the features of cancelled Claims 9, 17 and 23 are incorporated into independent Claims 7, 15 and 21, respectively. Likewise the features of Claim 3 are incorporated into independent Claim 29.

Amended independent Claim 1 recites, in part,

determining the highest attained stage for each of the plurality of transactions, based on the progress information in association with each of the plurality of transactions, and summing expected sales of the commodities in each of the plurality of transactions with the same highest attained stage, at a plurality of points in time; and

estimating a future demand for the commodities, based on the expected sales of the commodities and an actual demand for the commodities.

Independent Claims 7, 15, 21 and 29 recite analogous features.

SalesLogix describes a computer software program which allows users to view opportunity information in a graphical or table format. Further, SalesLogix describes that graphs are created that can be used for understanding changes in a sales pipeline.

However, SalesLogix does not describe or suggest estimating a future demand for the commodities, based on the expected sales of the commodities and an actual demand for the commodities.

The outstanding Office Action states on page 6, in paragraph 5 that “Paragraph 9, the dynamic forecasting provides for estimating a future demand based on what is in the sales pipeline (i.e. expected sales). Visibility to changes in the pipeline that are provided by the system includes those sales that are being closed (i.e. an actual demand).” However, Paragraph 9 of SalesLogix in no way describes any kind of **estimating**. Instead, paragraph 9 of SalesLogix describes that graphs are produced that show changes in the sales pipeline. There is no estimation involved in merely displaying data points on a graph.

Additionally, the graphs described in Paragraph 9 of SalesLogix do not describe estimating a future demand based on the expected sales and the actual demand. The outstanding Office Action asserts that “visibility to changes in the pipeline that are provided by the system includes those sales that are being closed.” However, this is not described or suggested in the text of the SalesLogix reference. Nowhere does SalesLogix state that changes in the pipeline include closed sales. The SalesLogix reference is not specific about what the term “sales pipeline” describes. In fact, in all likelihood the sales pipeline describes a list of potential clients, thus once a client has rejected sales overtures they would be removed from the list of potential clients. In contrast, clients to whom a sale has been made would most likely remain in the sales pipeline as they would be likely to be a potential repeat customer. Thus, SalesLogix does not anticipate every feature of amended Claim 1.

Additionally, Cohen does not cure the above noted deficiencies of SalesLogix with regard to estimating a future demand for the commodities, based on the expected sales of the commodities and an actual demand for the commodities.

Therefore, it is respectfully submitted that independent Claim 1 and claims depending therefrom, patentably distinguish over SalesLogix and Cohen considered alone or in any proper combination.

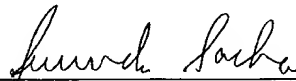
Claims 7, 15, 21 and 29 similarly recite the above noted features of Claim 1 and the arguments presented above also apply to these claims and claims depending therefrom.

Therefore, it is respectfully submitted that independent Claims 7, 15, 21 and 29 and any claims depending therefrom, patentably distinguish over the teachings of SalesLogix and Cohen considered alone or in any proper combination.

Consequently, in view of the present amendment, no further issues are believed to be outstanding in the present application, and the present application is believed to be in condition for formal Allowance. A Notice of Allowance for the claims is earnestly solicited.

Respectfully submitted,

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